

Message Text

UNCLASSIFIED

PAGE 01 TAIPEI 02834 080437Z
ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----039737 080438Z /21
R 080430Z MAY 78
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 7332

UNCLAS TAIPEI 02834

COMMERCE FOR ITA/BED/OED/SIPS AND EID-GILPATRIC

E.O. LL652: N/A
TAGS: BEXP, TW
SUBJECT: TRADE FACILITATION AND PRODUCT OPPORTUNITY: GROC
- BUYING MISSION

REF: TAIPEI 2772

1. MAIN REASON FOR DIRECTORATE GENERAL OF POSTS BEING ON BUYING MISSION IS TO NEGOTIATE PURCHASE OF TWO LETTER SORTING MACHINES. THESE WOULD BE GIVEN TRIAL RUN SORTING INTERNATIONAL MAIL, AND IF SUCCESSFUL 20 TO 30 ADDITIONAL UNITS WOULD THEN BE PURCHASED. POST OFFICE PREVIOUSLY HAD PURCHASED THREE SORTERS FROM TOSHIBA WHICH DID NOT PERFORM SUITABLY AND WERE REJECTED.

2. COMMERCIAL ATTACHE RECENTLY CALLED ON DIRECTOR GENERAL OF POSTS AND SEVERAL KEY ASSISTANTS TO ASCERTAIN STATUS OF PROCUREMENT OF MAIL SORTING MACHINES. THEY ASKED ABOUT ZIPTRONIC MAIL SORTING MACHINES MADE BY PERCIVAL CORPORATION (FORMERLY KNOWN AS UNIVERSAL BUSINESS MACHINES) OF COLUMBIA, SOUTH CAROLINA. COMMERCIAL ATTACHE WAS REQUESTED TO PROVIDE ANSWERS TO FOLLOWING QUESTIONS: HOW MANY ZIPTRONIC 110'S ARE BEING USED IN U.S. AND WHAT IS THE PRESENT PRICE? ARE THERE ANY OTHER AMERICAN MANU-
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TAIPEI 02834 080437Z

FACTURERS? THE DIRECTOR GENERAL UNDERSTANDS THAT THREE YEARS AGO THE COST OF A ZIPTRONIC MACHINE WAS 40,000 U.S. DOLLARS BUT A REDESIGNED MODEL NOW COSTS 100,000.

3. ONLY OTHER COMPANY IN THIS FIELD KNOWN TO POSTAL ADMINISTRATION IS RECOGNITION DEVELOPMENT INCORPORATED (A SUBSIDIARY OF RECOGNITION EQUIPMENT INC.) OF DALLAS,

TEXAS. HOWEVER, LOCAL REP OF PERCIVAL CORPORATION SAYS THAT RECOGNITION IS ACTUALLY THE PARENT COMPANY OF PERCIVAL. ONE OF OUR DIRECTORIES IN COMMERCIAL LIBRARY GIVES ADDRESS FOR RECOGNITION EQUIPMENT INC. AS 2701 GRANWYLE ROAD, IRVING, TEXAS 75061. INFORMATION ON MAIL SORTING MACHINES COULD ALSO BE OBTAINED FROM FAIRCHILD INDUSTRIES' SPACE & ELECTRONICS DIV., FAIRCHILD DRIVE, GERMANTOWN, MARYLAND (TELEPHONE 301-948-4600) WHICH MAKES BAR CODE READERS COMPATIBLE WITH ZIPTRONIC SORTERS. THOMAS' REGISTER LISTS VIM SYSTEMS OF SYRACUSE, N.Y. AS A MANUFACTURER OF POSTAL SORTING MACHINES.

4. EMBASSY HAS JUST BEEN ADVISED THAT TENDER FOR 2 LETTER SORTERS RESTRICTED TO U.S. PROCUREMENT HAS BEEN ISSUED WITH TENDER OPENING DATE OF JUNE 2. DETAILS WILL BE REPORTED UPON RECEIPT OF INVITATION TO BID.

5. IN DEC-JAN EMBASSY USED TRADE FACILITATION CHANNEL TO HAVE COLUMBIA DISTRICT OFFICE CONTACT, WHAT WAS THEN, UNIVERSAL BUSINESS MACHINES ON BEHALF OF TAIWAN AGENT POLYTEKTRONIC (TAIPEI 348 AND USDOC 709).

6. ACTION REQUESTED: GILPATRIC AND SIPS ARE REQUESTED TO COORDINATE RESPONSE TO SPECIFIC QUESTIONS IN PARA 2. SULLIVAN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TAIPEI02834
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780194-0699
Format: TEL
From: TAIPEI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780581/aaaacrhm.tel
Line Count: 86
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 19ab2aa2-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 TAIPEI 2772
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2758120
Secure: OPEN
Status: NATIVE
Subject: TRADE FACILITATION AND PRODUCT OPPORTUNITY: GROC - BUYING MISSION
TAGS: BEXP, TW
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/19ab2aa2-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014